

## Get The Help You Need

By Mike Stewart, CSP



"I just can't ask for help," said one of the veteran participants in my Quick-Start Sales Boot Camp last week. We were talking about how they could make the most of their learning experience. I suggested that when they returned to their office, they:

- review the workshop materials and their notes with their boss,
- ask for his help in reinforcing and applying the material, and
- ask for his help in being accountable.

**The reason lots of people find it hard to ask for help** is that they think they are already expected to know everything. As Dr. Pauline Clance says in "The Imposter Phenomenon" success makes you feel like a fake. She reports that 70% of America's middle managers aren't sure about what they are supposed to be doing or how to do it. As a result they secretly ask, "When are they going to find out I don't know?"

*Doubt is often the beginning of wisdom.*

- M. Scott Peck

"**The single thing that contributed most to my success** was letting other people help me," I told the participants in the Boot Camp. I realized early on, from the time I was first in college, that there were important people who were interested in helping me. I was either dumb enough or lucky enough not to worry about what they would think, so I was willing to let them help me.

**Why would people be willing to help you?** I didn't think a lot about this for a long time, but upon reflection I have decided people wanted to help me for three reasons:

- I always tried to have an enthusiastic attitude of expectation
- When I did good, it made them look good, and
- I asked them questions when I didn't understand something

**Everything begins with attitude.** How you present yourself to those above you determines how they judge you and how much they are willing to invest in you. Most leaders have a responsibility to develop those below them, but this involves risk. As a result, they shun people who complain and make excuses, avoiding association with losers. Instead, they want to invest their time and reputation with protégées who they perceive to be enthusiastically willing and offer the best opportunities for success.

**Bosses, and other influential people, want to look good.**

Since they understand that they are judged by the performance of their subordinates and those they mentor, they have a vested interest in helping selected individuals learn and grow. Not surprisingly, they tend to gravitate toward those positive, motivated, goal-directed individuals who actively ask for their help.

*The healthy, strong individual is the one who asks for help when he needs it, whether he has an abscess on his knee or in his soul.*

- Rona Barrett

**Asking simple questions leads to greater support** provided you ask good questions, listen attentively, don't argue or explain, do what is suggested, then give feedback to the person who is helping you. Follow up by thanking them for their help and asking for more help to continue the mentoring process to an ever-higher level of achievement.

*Asking for help doesn't mean we are weak or incompetent. It usually indicates an advanced level of honesty and intelligence.*

- Anne Wilson Schaefer

**Where do you need help? Who can help you most?** Answer these two simple questions emphasizing:

- areas that will have the most immediate impact on your performance, and
- identifying people who can be most influential in developing your career.

*Growth begins when we begin to accept our own weakness.*

- Jean Vanier

**Then, just ask for the darn help!**

Identify areas where you may need help. Get my E-book "The Dirty Dozen: 12 Killer Mistakes That Murder Sales." *Great for developing a strong mentoring relationship.* Download immediately over the internet via email. Only \$5.97 [Click Here](#)

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